

GEORGE MASON UNIVERSITY

“Tips and Opportunities for Small Business”

*The Role of the Mason
Procurement Technical Assistance Center
And Mentor-Protégé Program Office*

Presented to:

2012 Northrop Grumman and Ability One Networking Event

July 9-10, 2012



AGENDA

- George Mason University (Mason)
- Small Business Programs
 - Mason Enterprise Center's (MEC's) Role
 - PTAP Background and Services
 - Why George Mason University
 - Success Stories
 - Contact Information

GEORGE MASON UNIVERSITY (MASON)

- One of the fastest growing Metropolitan Universities in the United States
- The most culturally Diverse University in the nation (140-160 Nations represented in the student body)
- The largest University in the state of Virginia with more than 34,000 students



GEORGE MASON UNIVERSITY

**GEORGE MASON
UNIVERSITY**

**VP, RESEARCH &
ECONOMIC DEVELOPMENT**

**MASON ENTERPRISE
CENTER**

**FAIRFAX SMALL
BUSINESS
DEVELOPMENT
CENTER**

**PROCUREMENT
TECHNICAL
ASSISTANCE
PROGRAM (PTAP)**

**VIRGINIA SMALL
BUSINESS
DEVELOPMENT
CENTER**

**MENTOR-PROTÉGÉ
PROGRAM (MPP)**

**TELEWORK AND
FLEX-WORK SPACE
PROGRAM**

**INTERNATIONAL
BUSINESS
DEVELOPMENT
PROGRAMS (IBDP)**

**FAIRFAX
INNOVATION
CENTER**

PROCUREMENT TECHNICAL ASSISTANCE PROGRAM (PTAP)

Increase contracting between small businesses, prime contractors, and government...

- Help small businesses obtain contracts with federal, state, and local governments
- Apply University's resources to improve business and economic climate in Local Communities

Defense Logistics Agency & George Mason University



PTAP BACKGROUND

- Defense Logistics Agency Contracts
- Began mid 80's – PTAP early 90's
- Originally DoD oriented
- Mid 90's extended to other Federal Agencies
- Now includes State and Local Government
- One stop shop – pre and post award Assistance





HOW PTACs SERVE AMERICA'S SMALL BUSINESSES

- **94 Procurement Technical Assistance Centers (PTACs)** form a nationwide network (250 locations) of dedicated procurement professionals providing critical assistance to small businesses seeking to participate in Defense and other government agency procurement contracts.
- PTACs offer a wide array of services – most at no charge – through *one-on-one counseling sessions, classes, seminars, and matchmaking events*
- PTACs hold over **200,000 counseling sessions** with over 60,000 active clients each year
- Last year, PTAC clients were awarded more than 99,250 government contracts and subcontracts worth over **\$14.188 billion** – a return of \$636.25 for every federal dollar spent on the program. These federal contracts have created or retained over 334,000 jobs



PTACs CAN HELP SMALL BUSINESSES TO

- Determine suitability for contracting
- Secure necessary registrations
- Determine eligibility for – and secure - SDB, 8(a), HUBzone, and other certifications
- Network with potential buyers, prime contractors and/or teaming partners
- Identify Bid Opportunities
- Prepare bid proposals
- Navigate post-award contract performance issues

PROCUREMENT TECHNICAL ASSISTANCE PROGRAM



<http://www.vaptap.org>



VIRGINIA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM



WELCOME TO THE NEW VIRGINIA STATE-WIDE PTAP

[Our Mission](#)

[Our Services](#)

[VA PTAP Events Calendar](#)

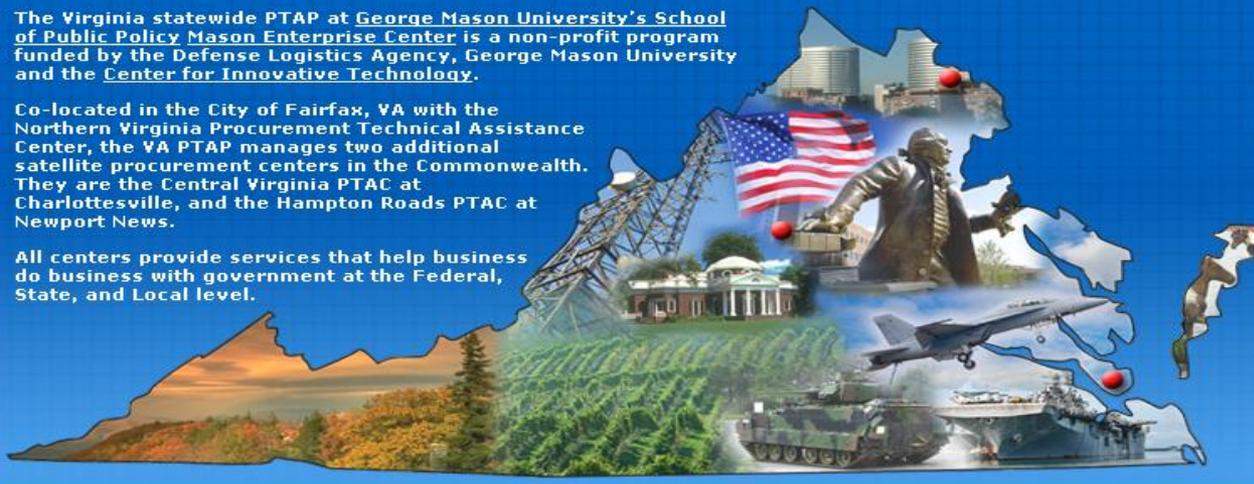
[Find Your PTAC](#)

[Contact VA PTAP](#)

The Virginia statewide PTAP at [George Mason University's School of Public Policy Mason Enterprise Center](#) is a non-profit program funded by the Defense Logistics Agency, George Mason University and the [Center for Innovative Technology](#).

Co-located in the City of Fairfax, VA with the Northern Virginia Procurement Technical Assistance Center, the VA PTAP manages two additional satellite procurement centers in the Commonwealth. They are the Central Virginia PTAC at Charlottesville, and the Hampton Roads PTAC at Newport News.

All centers provide services that help business do business with government at the Federal, State, and Local level.



Virginia PTAP Satellite Offices



Central VA



Northern



Hampton

Other Regional PTAC's



Last Updated: January 17, 2007

GEORGE MASON UNIVERSITY
MASON ENTERPRISE CENTER
 4031 UNIVERSITY DR, SUITE 200,
 FAIRFAX, VA 22030

Point of Contact: Operations Manager
 Phone: 703-277-7700

Other PTAC's

<http://www.dla.mil/db/procurem.htm>

DEPARTMENT OF DEFENSE

Procurement Technical Assistance Centers

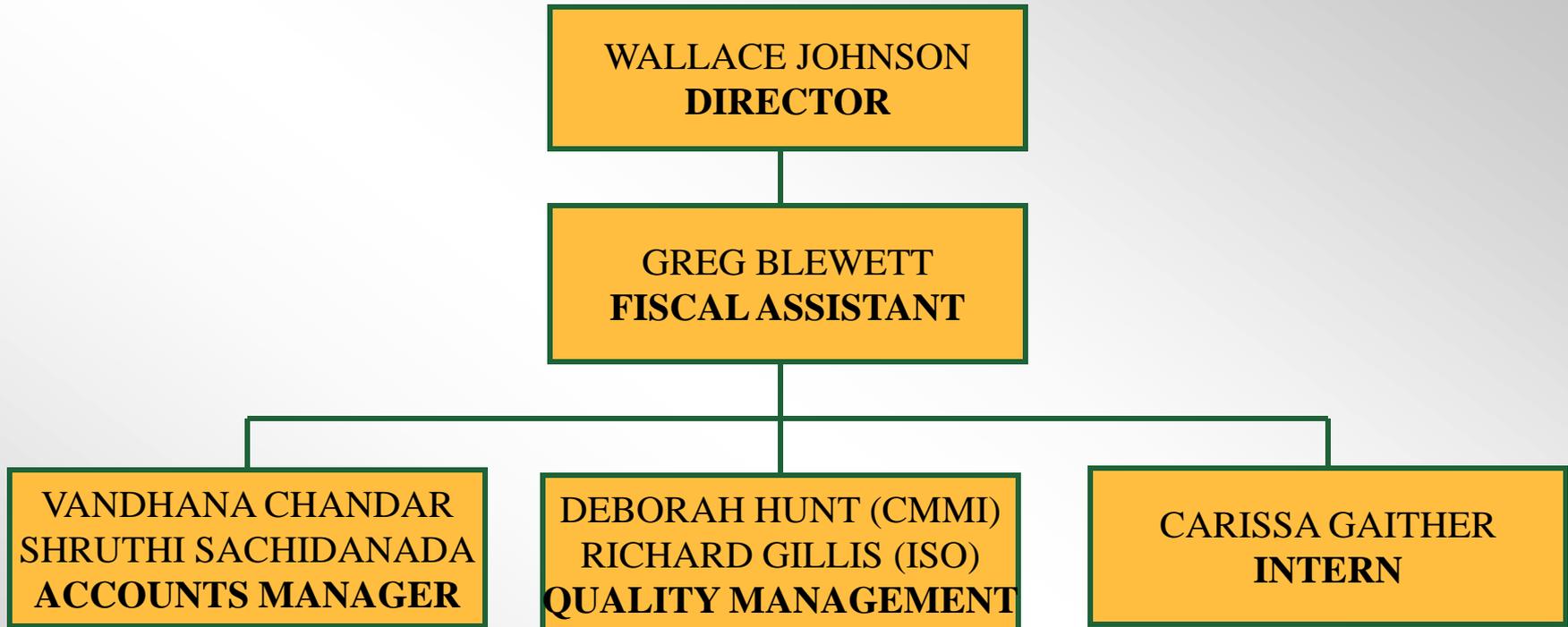


The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTAC Centers are a local resource available at no or nominal cost that can provide assistance to business firms in marketing products and services to the Federal, state and local governments .

CURRENT LISTING OF PROCUREMENT TECHNICAL ASSISTANCE CENTERS
[Click on your State for the location of the nearest PTAC](#)

ALABAMA	ALASKA	ARIZONA	ARKANSAS	CALIFORNIA
COLORADO	CONNECTICUT	DELAWARE	DISTRICT OF COLUMBIA	FLORIDA
GEORGIA	HAWAII	IDAHO	ILLINOIS	INDIANA
IOWA	KANSAS	KENTUCKY	LOUISIANA	MAINE
MARYLAND	MASSACHUSETTS	MICHIGAN	MINNESOTA	MISSISSIPPI
MISSOURI	MONTANA	NEBRASKA	NEVADA	NEW HAMPSHIRE
NEW JERSEY	NEW MEXICO	NEW YORK	NORTH CAROLINA	NORTH DAKOTA
OHIO	OKLAHOMA	OREGON	PENNSYLVANIA	PUERTO RICO
RHODE ISLAND	SOUTH CAROLINA	SOUTH DAKOTA	TENNESSEE	TEXAS
UTAH	VERMONT	VIRGINIA	WASHINGTON	WEST VIRGINIA
WISCONSIN	WYOMING			

MENTOR-PROTÉGÉ PROGRAM OFFICE



AN EXPERIENCED PARTNER

- Service provider since 1994
- Supported 50 DoD sponsored Mentor-Protégé programs (Included more than 100 Protégé Firms)
- Performed over 130-150 different types of tasks per year
- Supported 26 Nunn- Perry Award Winning Teams
- DoD Special Recognition for Support of Nunn-Perry Recipients

WHY GEORGE MASON?

- Access to University Resources and Technology
- Access to Professional Business Network
- In-depth knowledge of DoD and Industry
- Proven Program Management Experience
- Ability to build the bridge between large corporations and small businesses



WHY GEORGE MASON?

- Have both SBDC and PTAP offices
- Ability to subcontract and place contractors on its payroll
- Cost savings to your Mentor-Protégé Program

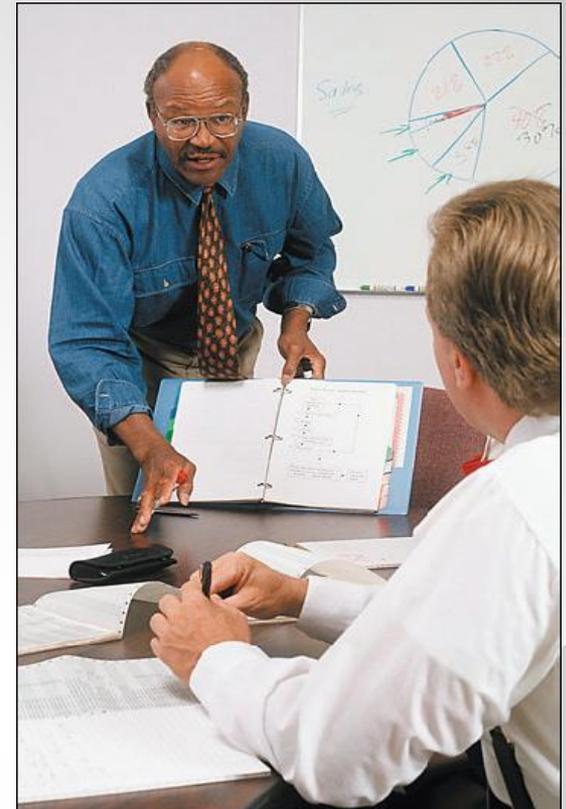


MVLE Mentor-Protégé Kick Off



TYPICAL TASKS PERFORMED

- Business needs assessment
- Program management
- Business & strategic plans
- GSA schedule support
- Marketing & Business Development
- Financial systems review
- HR assessments
- CMMI (Dev/SVC) Certifications
- PMP Certification
- ISO 9001:2008, ISO 20000 Certification*
- Promotional materials
- Various types of Technical Training*



*Provided to MVLE

REPRESENTATIVE CLIENT LIST

- Northrop Grumman
- AT & T
- Booz Allen & Hamilton
- CSC
- HJ Ford*
- Lockheed Martin
- Motorola
- Battelle
- Anser
- Radiance Tech
- IBM
- HP (EDS)



- ARTI*
- Honeywell
- Raytheon
- SAIC
- Applied Research
- L3 - Titan Corporation
- Unified Industries
- Owens & Minor
- DTS
- CTSC

* Graduated 8 (a) Firms

George Mason - Road to Success



2012 Nunn Perry Award Winning Teams



Northrop Grumman World Class Team Award 2011



DoD MENTOR-PROTÉGÉ SUCCESS STORIES

- ENSER Corporation (3) Nunn Perry Awards
- Fuentez Systems Concepts, Inc.
- Artel, Inc.
- Arrowhead Global Solutions, Inc.
- HMR tech
- Computer & Hi-tech Management, Inc.
- Artech
- M & M Tech





MENTOR PROTÉGÉ PROGRAM

Where Innovation Is Tradition

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"WIN - WIN - WIN."
BOTTOM LINE OF THE MPP
PHILOSOPHY FOR ALL PARTIES INVOLVED.

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MENTOR PROTÉGÉ PROGRAM

The Office of Research and Economic Development's Mason Enterprise Center Mentor Protégé Program Office supports the Department of Defense (DoD) by serving as a vehicle and catalyst for building long-term business relationships between major DoD contractors and small businesses.

LASTEST NEWS

Award of Special Recognition during the 2007 Nunn-Perry Awards Program **NEW**

mentorprotege.gmu.edu



How to Contact Us

George Mason University

Mason Enterprise Center

Mentor-Protégé Program

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Phone : (703) 277-7700

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E-Mail : wjohnso6@gmu.edu

URL : mentorprotege.gmu.edu



SUMMARY

George Mason University Brings to the Table:

- Proven Experience
- Access to Invaluable Resources
- Unmatched Mentor-Protégé Program Support

